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Upper Intermediate Student’s Book

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2.43

**LA = Letting agent; W = Woman**

**LA:** So, you’ve had a look at the offices. What do you think?

**W:** Well, yeah, I really like the building. To be honest, it’s absolutely perfect for our needs.

**LA:** That’s wonderful. So you’d like to take it then?

**W:** Well, yes, ideally I would but … mmm a key thing for us is how long we’d be tied into the lease.

**LA:** Er … It’s a fifteen-year lease. I think that was on the details I sent you.

**W:** Yes, it was but I was hoping we could negotiate that down. Because if you look at it from our point of view … we’re a young business … umm … we don’t really know how things are going to go over the next few years … who does? … and let’s face it, fifteen years is a big commitment. So if your client could move a bit on that …

**LA:** Hmm … I think what you have to appreciate is that our client’s main concern is to secure a rental for a reasonable length of time. You know, at the end of the day, it gives them some security. To tell you the truth, that’s why the rent is so low. The fifteen-year period is a kind of compensation for that. So I’m not at all sure we’re going to get anywhere there …

**W:** Oh … that’s a bit of a sticking point then, isn’t it? Is there not some way around that?

**LA:** Er … Not that I can think of offhand. What did you have in mind?

**W:** Well, perhaps if we signed a fifteen-year lease but with a get-out clause after, say, six years, then we could pay some kind of forfeit to get out of the contract.

**LA:** Um … well the normal forfeit would be that you paid the remaining nine years rent, so I don’t really think that would work …

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**W:** Oh, I see. Well, that’s a shame because I really like it and we need somewhere pretty urgently.

**LA:** Look, we have other people interested in the premises, so someone will take it … If I were in your shoes … you know … and found the terms of the lease difficult, I think I’d just leave it. When all’s said and done, it has to feel right for you.

**W:** But that’s just the problem it does feel right for us. Give me a moment. I’m just going to call my business partner and see what he thinks …

**LA:** OK no problem …